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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

JULY 1984 SALES FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 44.7% OVER JULY 1983 FIGURES

The July 1984 sales total amounted to $33.5 million, up from $23.2 million in July, 1983.

The Metal Treating Industry accounted for total billings of $247.7 million through the first seven months of 1984. This represents an increase of 41% over the 1983 total for this period of $175.7 million.

All nine MTI districts recorded gains over the July 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	July 84 vs. July 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	34.1	24.6
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	36.8	31.0
3	South Central (W.PA-OH-IN-KY)	55.3	48.5
4	Michigan	60.7	63.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	42.1	44.8
6	North Central (IL-WI-MN-MO-IA)	44.2	48.0
7	Pacific Coast (So.CA-AZ)	27.6	22.2
8	Southwest (TX-OK-AR-CO-LA-UT)	54.2	37.1
9	Northwest (No.CA-OR-WA-B.C.)	26.0	36.8

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

JULY, 1984

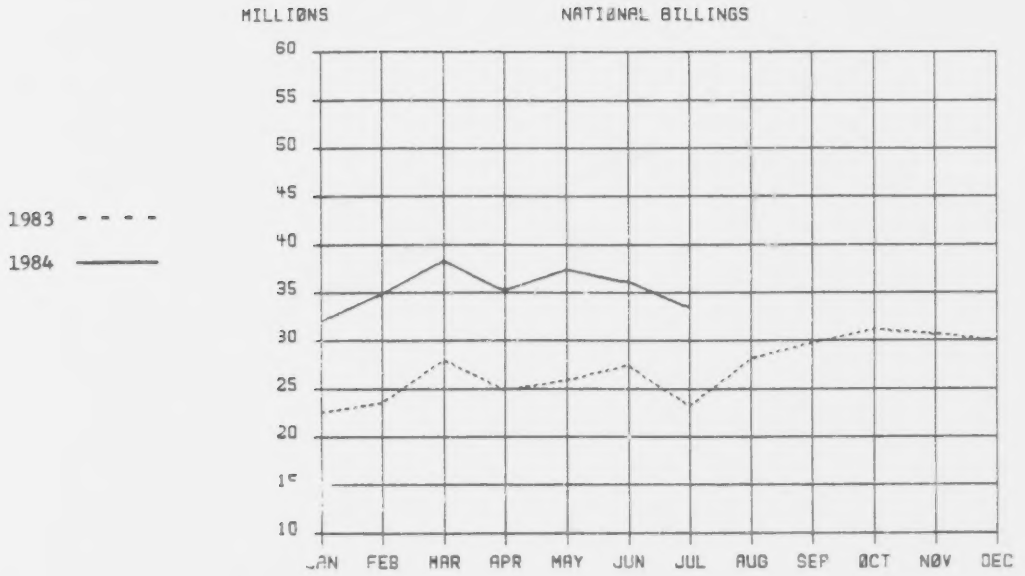
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	23192.6	33555.2	44.7	100.0	100.0
Dist. 1	15	1367.1	1832.6	34.1	5.9	5.5
Dist. 2	41	3843.1	5258.1	36.8	16.6	15.7
Dist. 3	52	3961.8	6151.2	55.3	17.1	18.3
Dist. 4	27	3485.4	5602.5	60.7	15.0	16.7
Dist. 5	19	815.8	1159.0	42.1	3.5	3.5
Dist. 6	40	4297.7	6198.0	44.2	18.5	18.5
Dist. 7	36	3371.9	4301.8	27.6	14.5	12.8
Dist. 8	27	1666.3	2568.7	54.2	7.2	7.7
Dist. 9		383.6	483.2	26.0	1.7	1.4
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	175653.3	247743.8	41.0	100.0	100.0
Dist. 1	11213.1	13972.0	24.6	6.4	5.6
Dist. 2	30291.2	39687.7	31.0	17.2	16.0
Dist. 3	28383.8	42160.8	48.5	16.2	17.0
Dist. 4	25862.7	42191.0	63.1	14.7	17.0
Dist. 5	6237.8	9033.7	44.8	3.6	3.6
Dist. 6	32528.1	48125.5	48.0	18.5	19.4
Dist. 7	25687.9	31403.0	22.2	14.6	12.7
Dist. 8	12851.4	17616.4	37.1	7.3	7.1
Dist. 9	2597.1	3553.7	36.8	1.5	1.4

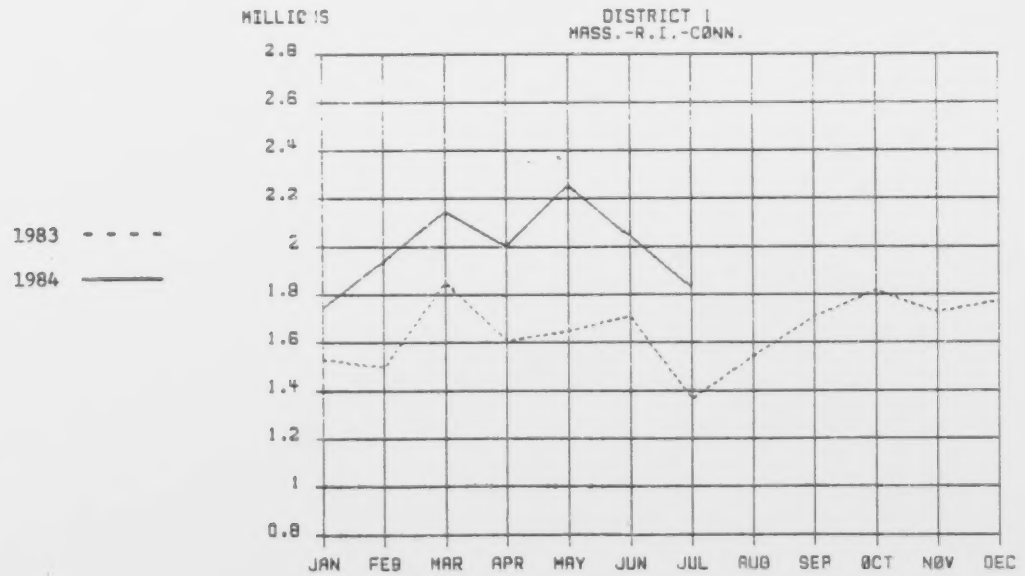
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

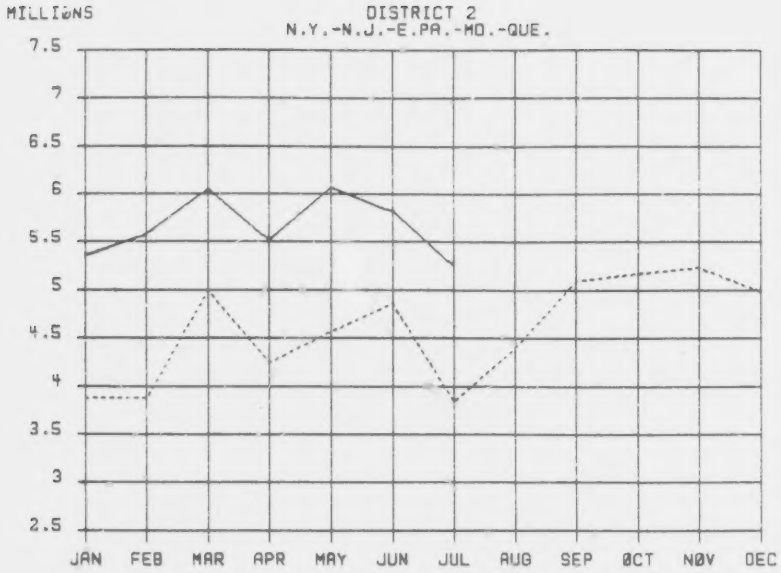
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	42.1	48.0	36.5	41.8	44.5	31.8	44.7					
% Change	Cumulative	42.1	45.1	41.9	41.8	42.4	40.5	41.0					



1983 - - - -

1984 ———

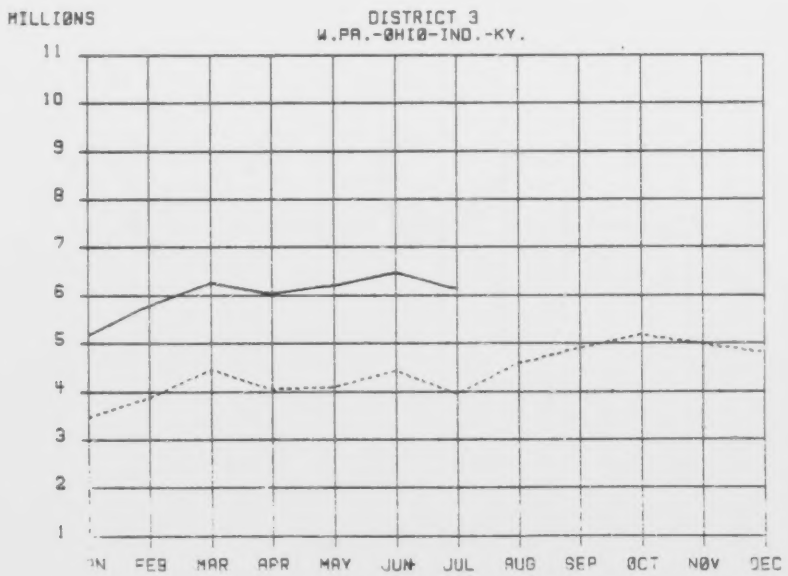
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.9	29.5	16.0	24.9	36.8	19.6	34.1					
% Change	Cumulative	13.9	21.6	19.5	20.8	24.1	23.3	24.6					



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	38.0	44.1	21.0	29.8	32.9	20.0	36.8					
% Change	Cumulative	38.0	41.0	33.2	32.4	32.5	30.2	31.0					



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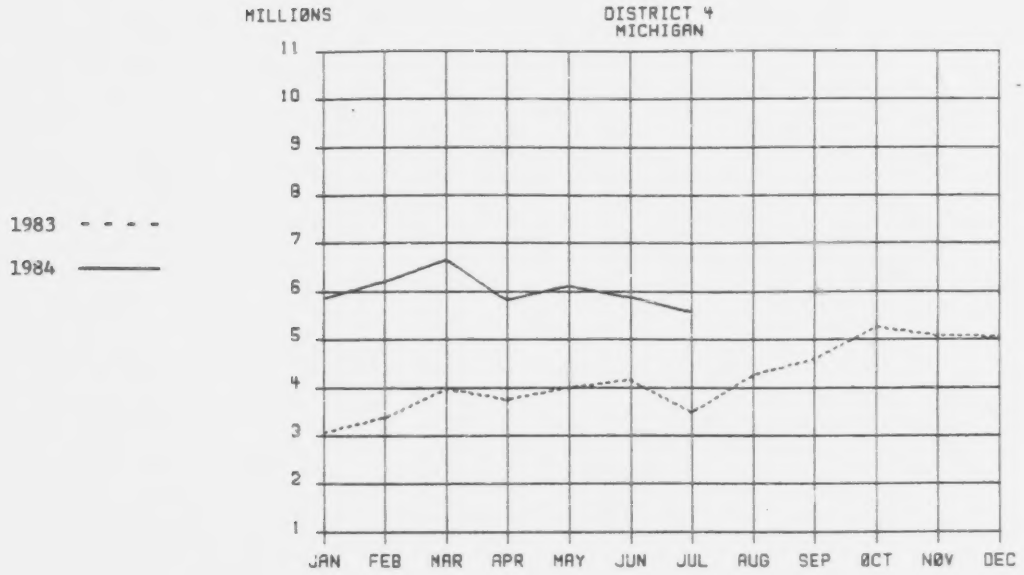
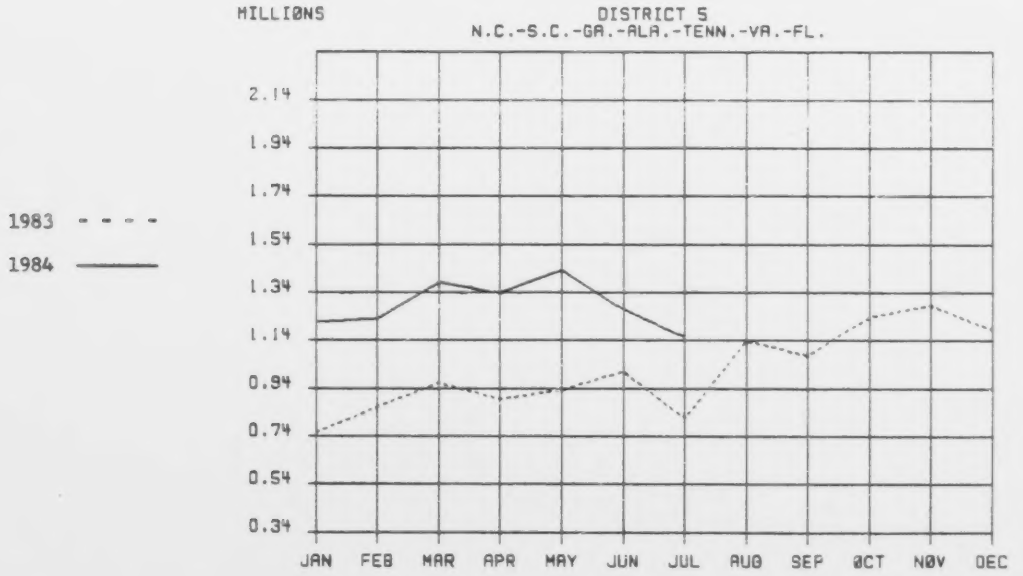
1984 ———

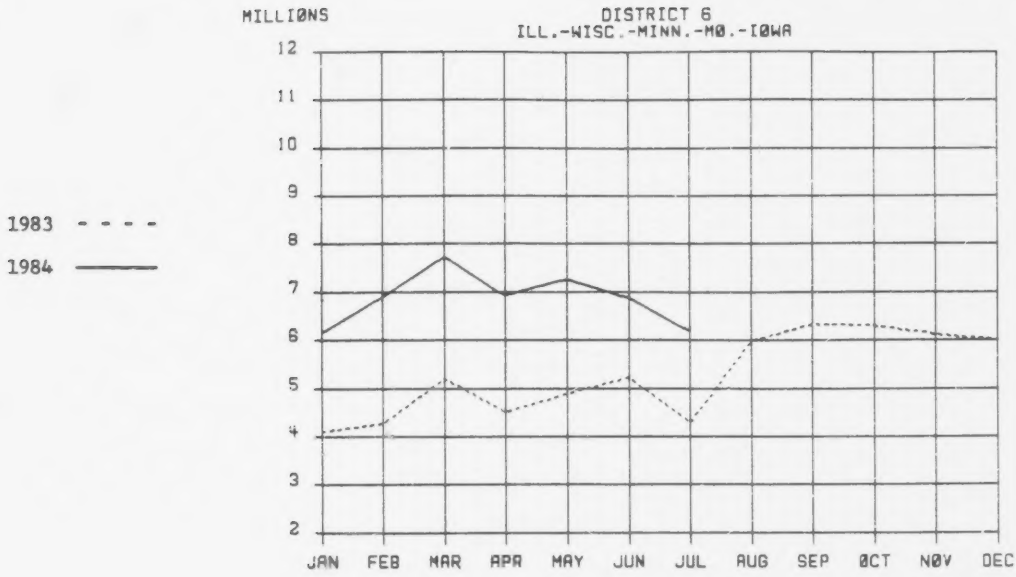
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.5	48.8	40.7	49.1	51.6	46.1	55.3					
% Change	Cumulative	49.5	49.1	46.0	46.8	47.8	47.4	48.5					



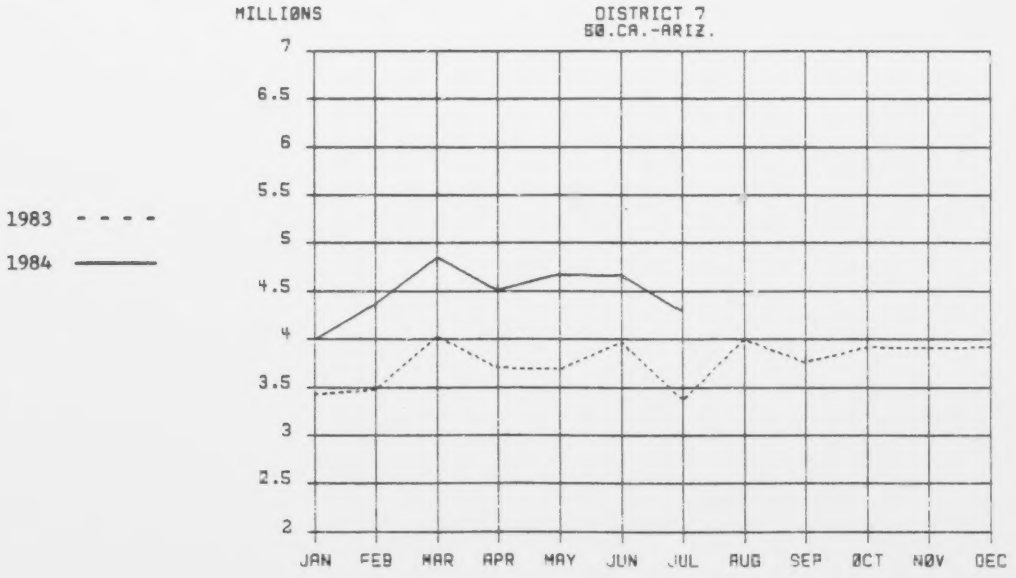
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	90.5	83.2	67.2	55.4	52.9	41.4	60.7					
	Cumulative	90.5	86.7	79.3	73.0	68.6	63.5	63.1					



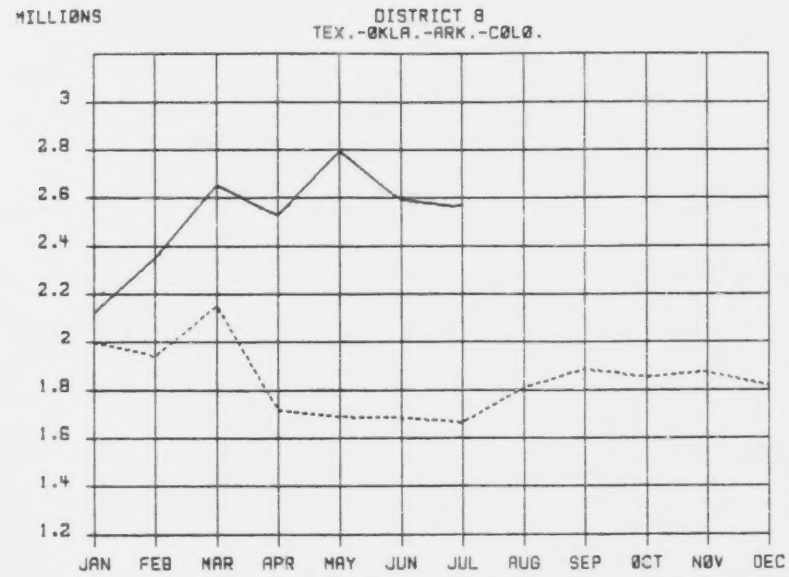
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	61.0	42.8	43.6	49.7	53.4	25.6	42.1					
	Cumulative	61.0	51.3	48.4	48.7	49.7	45.2	44.8					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	50.0	61.8	48.4	53.6	48.9	31.9	44.2					
% Change	Cumulative	50.0	56.0	53.1	53.2	52.3	48.5	48.0					



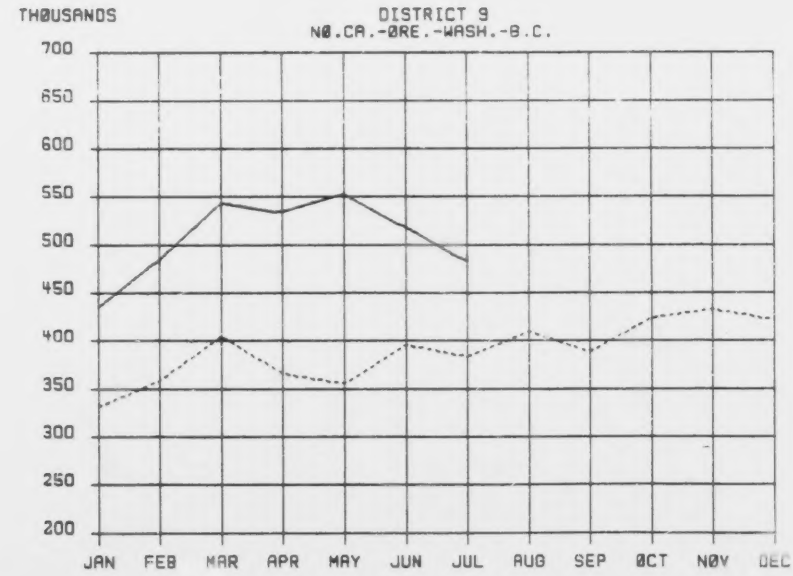
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.8	25.6	20.3	21.9	26.7	17.6	27.6					
% Change	Cumulative	16.8	21.3	20.9	21.2	22.3	21.4	22.2					



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8	54.2					
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5	37.1					



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0					
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8					